



法人說明會簡報資料

May, 2013

王志高

董事長兼總經理

Ready for the Next™

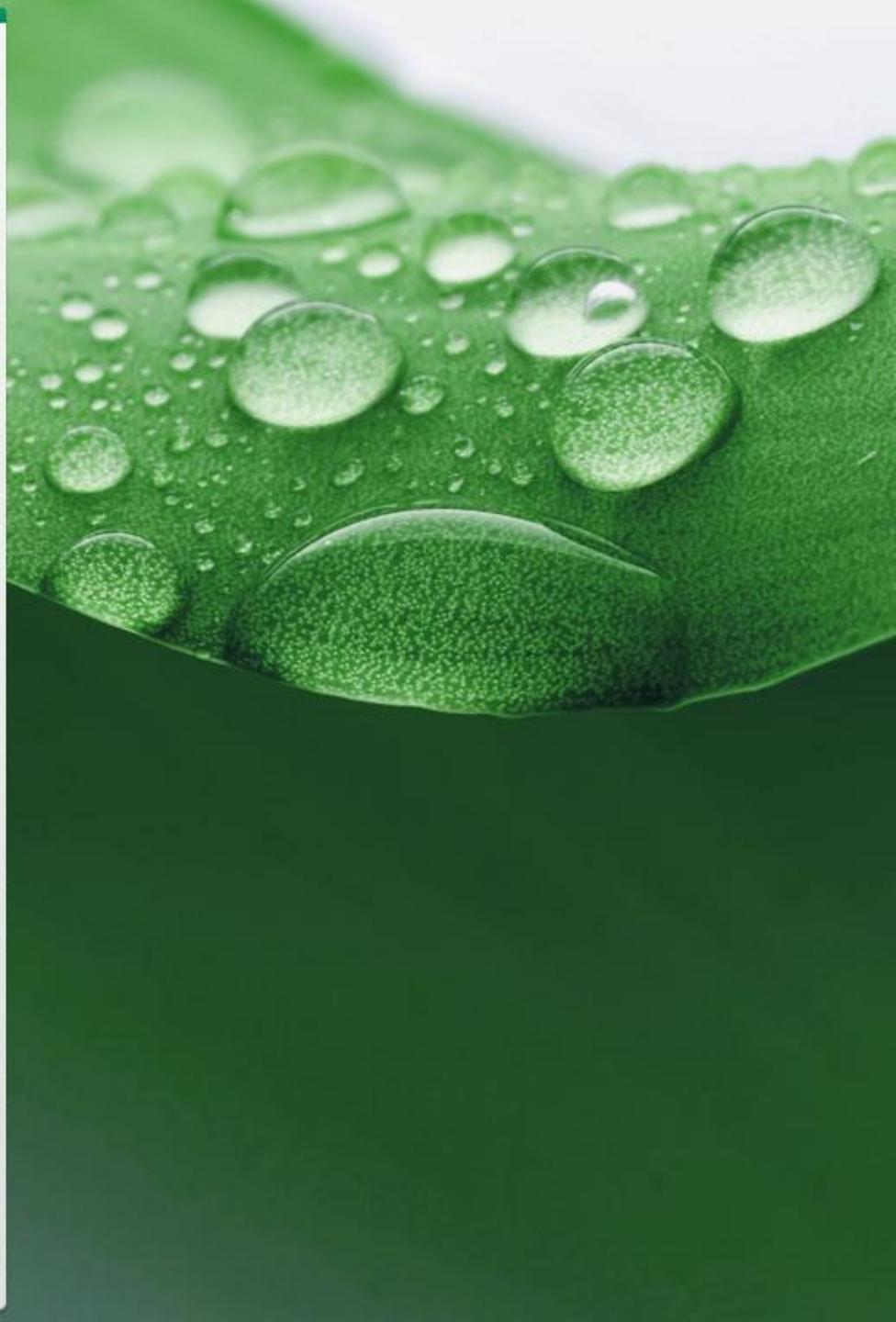
Safe Harbor Notice

We may make forward-looking statements in this presentation. Our forward-looking statements contain information regarding, among other things, our financial conditions, future expansion plans or business strategies. We have based these forward-looking statements on our current expectations and projections about future events. Although we believe that these expectations and projections are reasonable, such forward-looking statements are inherently subject to risks, uncertainties, and assumptions about us.

We undertake no obligation to publicly update or revise any forward-looking statements whether as a result of new information, future events or otherwise. In light of these risks, uncertainties and assumptions, the forward-looking information may not occur and our actual results could differ materially from those anticipated in these forward-looking statements.

Agenda

- 公司簡介
- 產品組合
- 成長動能
- 財務概況
- 結論





公司簡介

公司簡介

- 原倍微科技董事長王志高先生與Jonathan Joseph先生於1998年成立系微公司，隔年引進美商英特爾及台灣中華開發投資
- 智慧財產來自公司成立時，所購買美商Systemsoft之已有九年研發經驗的BIOS智慧財產
- 目前資本額新台幣3.80億元
- 海外辦公據點
 - 美國波士頓及波特蘭
 - 中國昆山辦公室、韓國首爾

全球據點



系微合作廠商及客戶

OEMs

SONY

TOSHIBA

NEC

FUJITSU

SAMSUNG

acer®

lenovo

LG



COMPAL

MiTAC
MultiCentric Corporation

wistron®

Inventec

FOXCONN®

PEGATRON

ODMs

insyde®

intel®

Microsoft®

AMD

Google

TEXAS
INSTRUMENTS

VIA
we connect

3rd Parties



產品組合

產品組合說明



Android



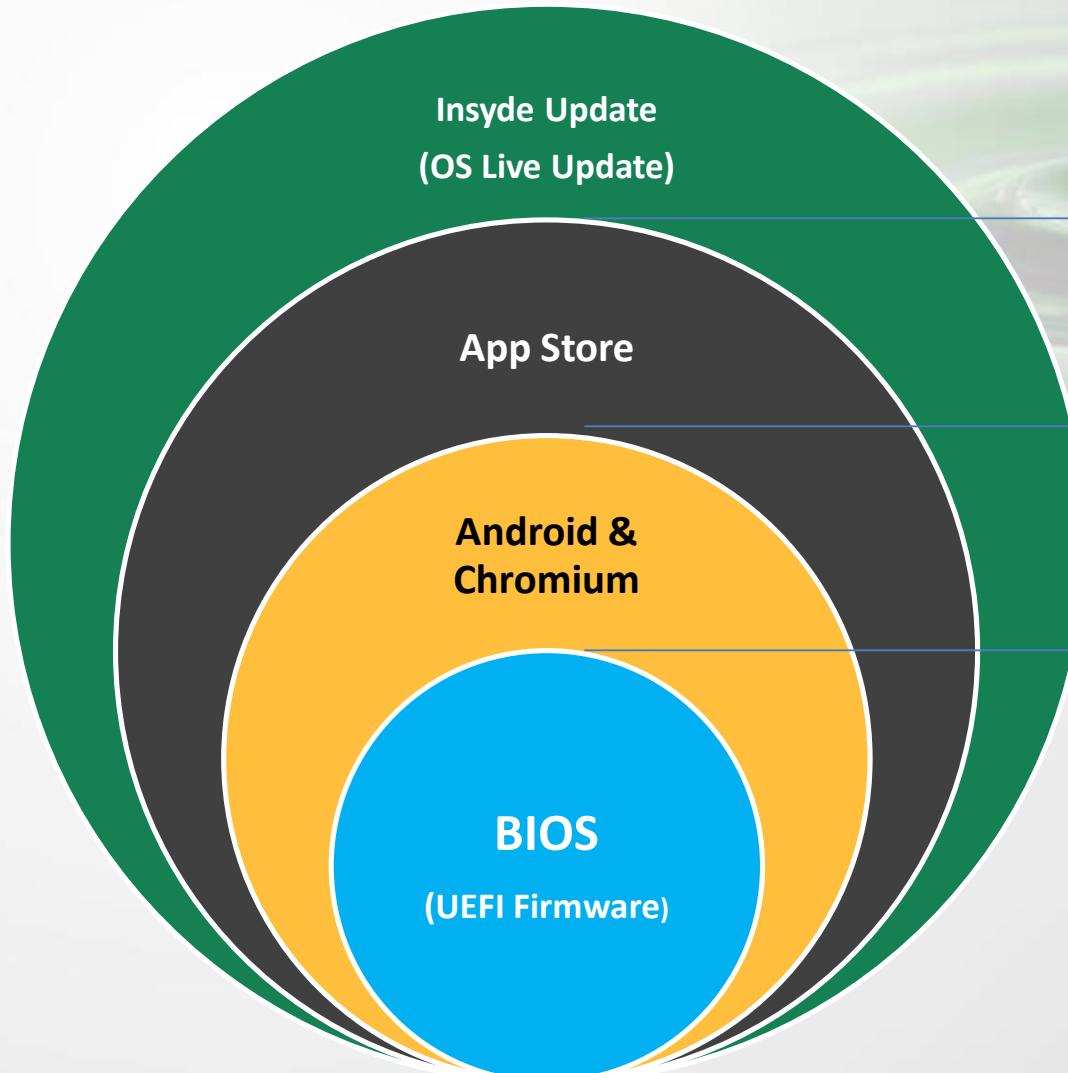
Android
Driver & Tool



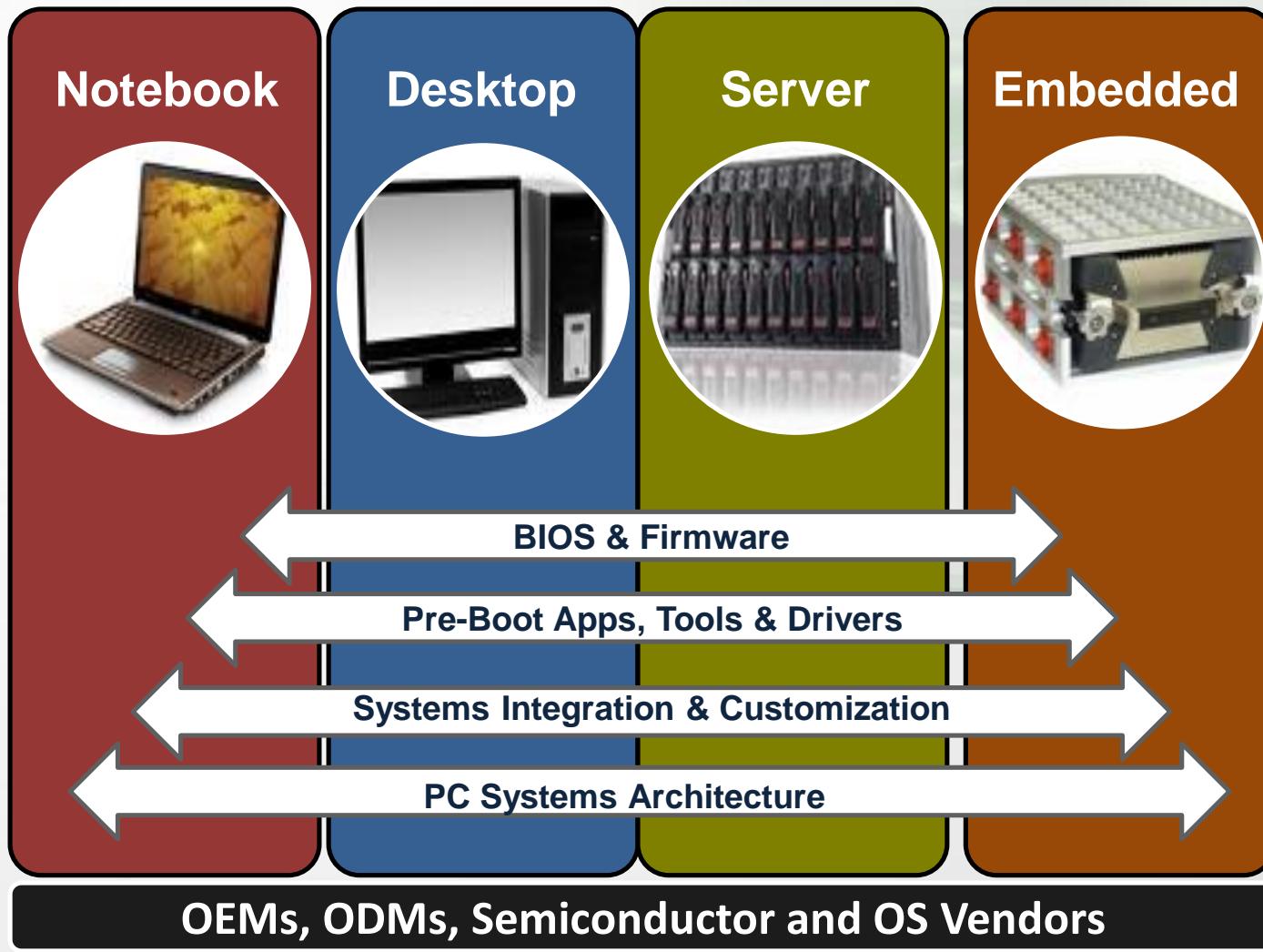
App Market

產品組合及整統解決方案

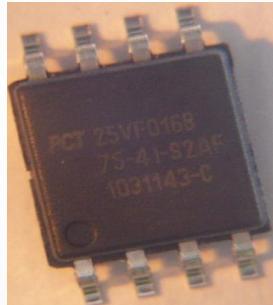
完整且客製化的軟體服務



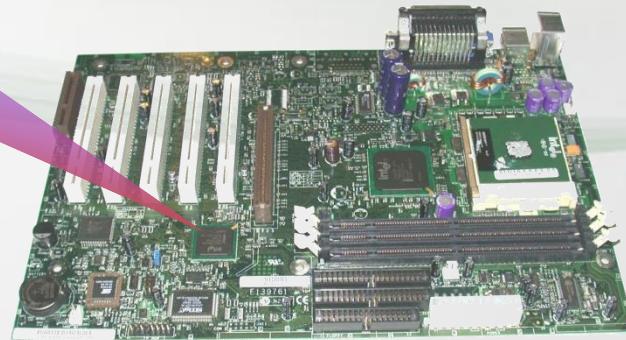
核心競爭優勢及市場



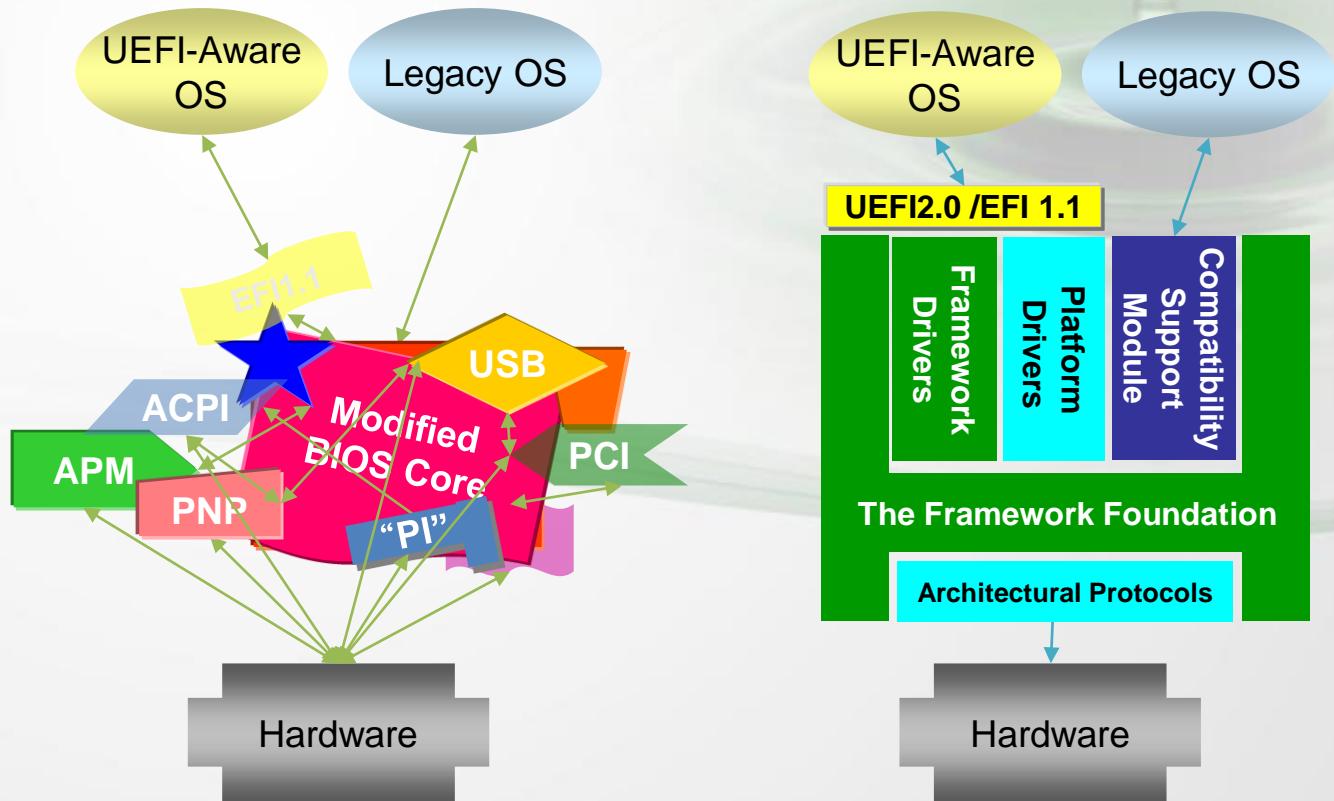
電腦軌體架構 - BIOS



BIOS is stored in NOR Flash



傳統BIOS和UEFI軌體的差異



系微UEFI重要沿革



UEFI development with Intel since 2001



InsydeH2O shipping with server and embedded since 2004

Formed UEFI Forum with industry leaders 

2001 / 2002 / 2003 / 2004 / 2005 / 2006 / 2007 / 2008 / 2009 / 2010 / 2011 / 2012 / 2013+



Shipping UEFI products on desktop since 2003



Shipping UEFI products on notebooks since 2005

Non-Intel chipsets in production since Q1'06



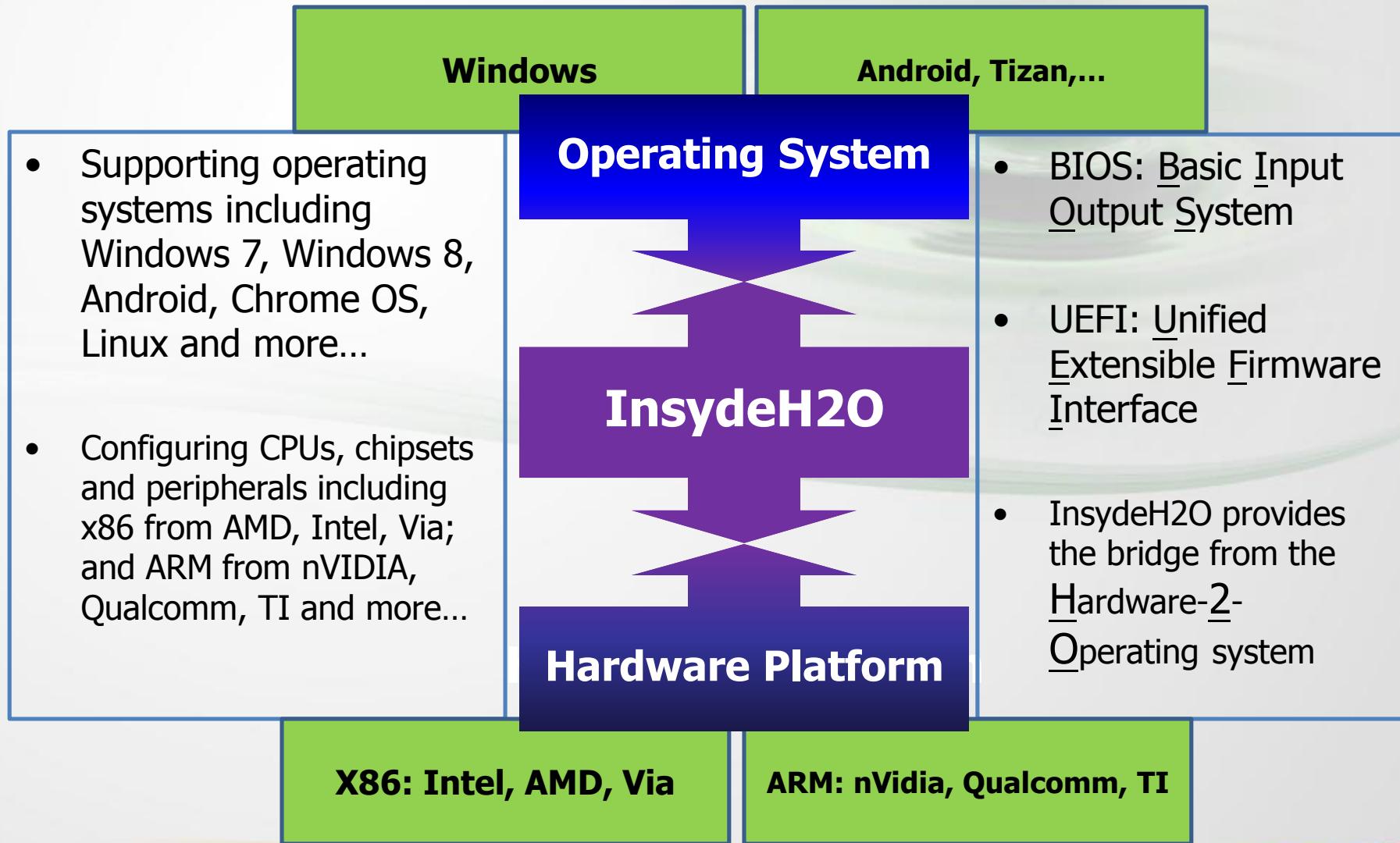
Major transition of server BIOS to UEFI begins

 Windows 8
UEFI
EDK II

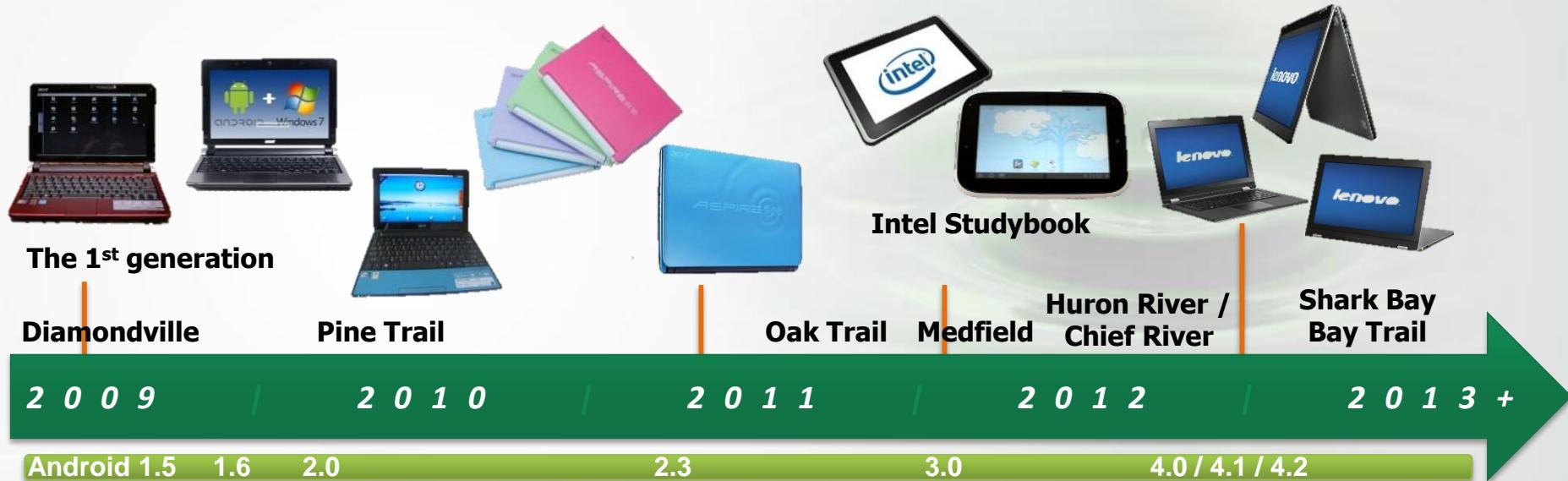
UEFI for Windows 8 & EDK II @ 2012

開啟各種軟硬體平台的UEFI新紀元

UEFI導入更廣泛的硬體架構及操作系統



x86平台導入Android作業系統



- Developed Android BSP for Diamondville, Pine Trail, Chief River, Huron River and Shark Bay.
- Cooperated with Intel NTG to develop Oak Trail BSP
- Deep knowledge and skills on from Android 1.5 to Android 4.2
- Obtained Google CTS certification for Android on X86
- Working with several Intel divisions on next platforms



Over 4 million devices shipped

Total Tablet Solutions that are Always Ready for the Next[®]



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成長動能

x86平台導入Android作業系統商機

- Intel 推廣搭載Android 作業系統筆電
- 協助通過Google CTS認證
- 雙作業系統切換—Windows及Android
- 多視窗支援
- Android作業系統支援UEFI安全開機
- 手勢及觸控輸入
- 應用程式app研發

伺服器市場

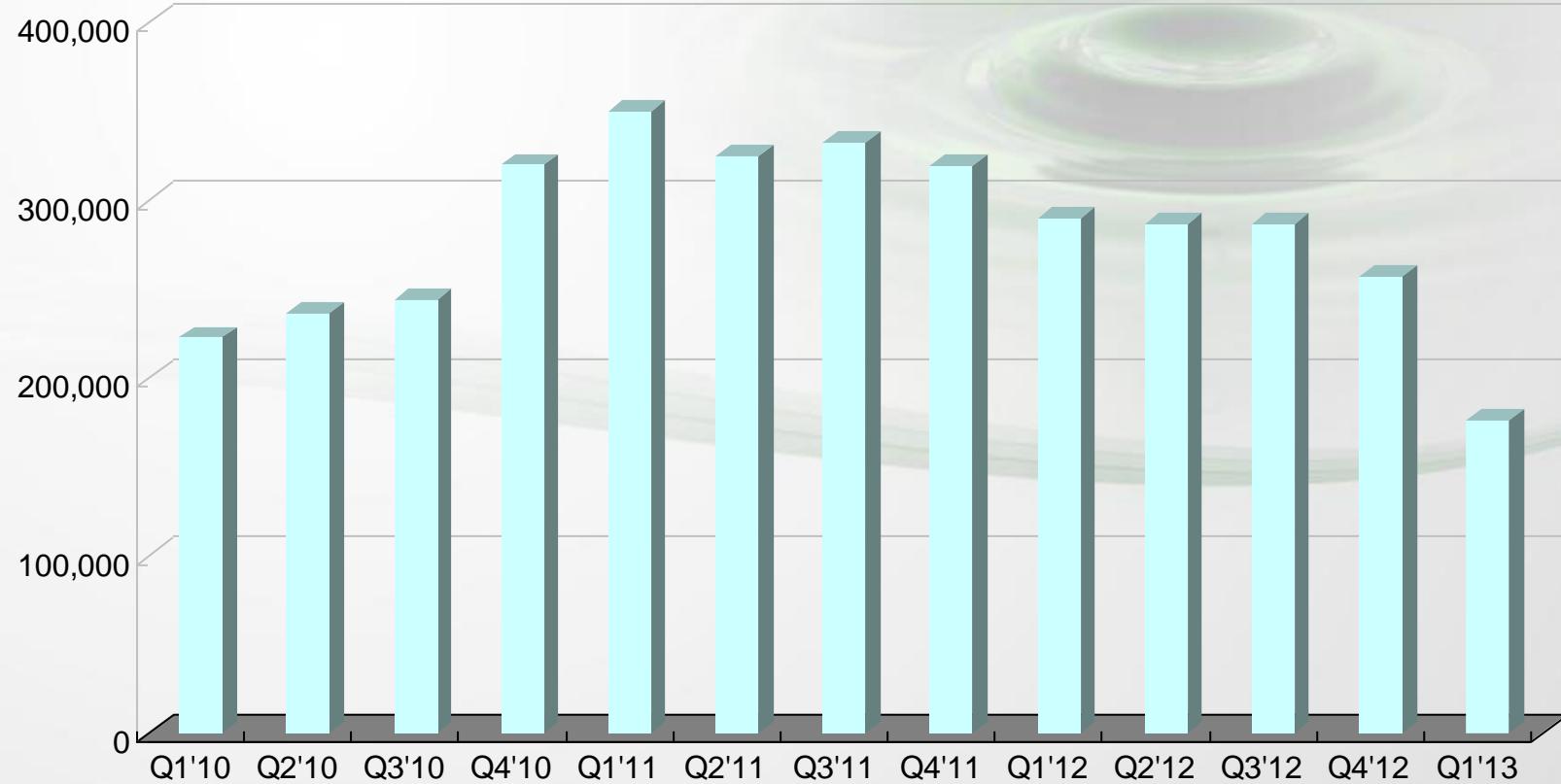
- DELL電腦下一世代伺服器使用系微UEFI產品
- 為Quanta, Mitac, Inventec, Foxconn, Wistron 及Flextronics等伺服器廠的主要代工夥伴
- 系微客戶遍及台灣多家主要伺服器ODM廠商
- 中國主要伺服器廠商，包括Dawning, Huawei, Inspur 及 Lenovo 等皆為系微的客戶
- 主要嵌入式裝置廠商選擇使用系微UEFI BIOS



財務概況

合併營收

(台幣/千元)



合併簡易損益季表

(台幣 / 千元)	Q1'13	Q4'12	Q4'12	QoQ %	YoY%
營業額	176,222	257,067	289,626	-31%	-39%
營業成本	36,926	48,742	53,623	-24%	-31%
營業毛利	139,296	208,325	236,003	-33%	-41%
毛利率	79.05%	81.04%	81.49%		
營業費用	184,519	190,476	178,105	-3%	4%
營業利益	-45,223	17,849	57,898	-	-
營業利益率	-25.66%	6.94%	19.99%		
營業外收支	-2,846	-1,521	3,648	-	-
稅前淨利	-48,069	16,328	61,546	-	-
稅後淨利	-47,291	8,698	47,212	-	-
稅後淨利率	-26.84%	3.38%	16.30%		
每股盈餘 (台幣)	-1.25	0.23	1.25		

合併資產負債表

台幣/百萬元	Q1'13		Q4'12		Q1'12	
	Amount	%	Amount	%	Amount	%
流動資產	943.6	78.5%	1084.5	80.3%	1589.4	96.9%
固定資產	25.5	2.1%	28.3	2.1%	28.0	1.7%
其他資產	232.3	19.4%	238.3	17.6%	24.4	1.4%
資產總額	<u>1201.4</u>	<u>100%</u>	<u>1351.1</u>	<u>100%</u>	<u>1641.8</u>	<u>100.0%</u>
流動負債	175.5	14.6%	275.3	20.4%	334.7	20.4%
長期負債	294.4	24.5%	293.8	21.6%	292.0	17.8%
其他負債	50.1	4.2%	58	4.4%	79.2	4.8%
負債總額	<u>520.0</u>	<u>43.3%</u>	<u>627.1</u>	<u>46.4%</u>	<u>705.9</u>	<u>43.0%</u>
股東權益	<u>681.4</u>	<u>56.7%</u>	<u>724.0</u>	<u>53.6%</u>	<u>935.9</u>	<u>57.0%</u>

Thank you!

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